



intra-company communication

TO GENERAL MANAGERS DEPT ALL CLUBS except 3,6,31, ROUTE NO.
35,37,49,77,78,79,84,93,301,
302,303,311,312,313,314

FROM D. INDELICATO *DI* DEPT FOOD MERCHANDISING DATE 8/6/97

SUBJECT CIGARETTE PROMOTION

Due to the tremendous success of our last cigarette promotion, we have once again been given a promotional opportunity to offer our members \$2.00 Off per carton on all Marlboro and Winston brands. This promotion will exclude all Business Members who purchase cigarettes for resale.

Listed below, please find additional information pertaining to this promotion.

PROMOTION: \$2.00 off per carton on all Marlboro and Winston styles.

DATING: Monday, August 25th thru Friday, September 19th

PARTICIPANTS: All members, except members who purchase cigarettes for resale.

LIMITS: There will be a five carton limit per purchase.

PRICING: Promotional pricing will automatically download in the system.

SIGNAGE: Please post a sign to read:

"Two dollars off per carton on Marlboro and Winston brands. For both RJ Reynolds and Philip Morris, members who purchase cigarettes for resale are excluded from this promotion. There is a five carton limit on this promotional product."

If you have any questions or concerns, please call me at ext. 7442.

/emt

cc: Bass, Canty, Graham, Jasinski, Jones, Porter, Regional Buyers, Regional Managers, Riccio, Rubey, Sen, Seppa, Wedge, Williams, Zone VP's

51850 6227

BJ's

SR TERR	RR TERR	FULL NAME	STORE NO	ADDR1	CITY	STATE
112206	112220	BJ'S WHOLE. CLUB #62	62	1801 WOODBURY AVE	PORTSMOUTH	NH
112207	112227	BJ'S WHOLE. #310	310	110 AUBURN ST	AUBURN	ME
112209	112225	BJ'S WHOLE. CLUB #29	29	513 515 WARREN AVE	PORTLAND	ME
112602	112620	BJ'S WHOLE. CLUB #30	30	55 NEEDHAM RD	DANVERS	MA
112603	112621	BJ'S WHOLE. CLUB #58	58	115 ERDMAN WAY	LEOMINSTER	MA
112604	112622	BJ'S WHOLE. CLUB #1	1	909 FELLSWAY	MEDFORD	MA
112604	112622	BJ'S WHSALE CLUB #50	50	85 CEDAR ST.	STONEHAM	MA
112609	112628	BJ'S WHOLE. CLUB #47	47	26 WHITTIER RD	FRAMINGHAM	MA
112610	112629	BJ'S WHOLE. CLUB #24	24	290 TURNPIKE RD	WESTBOROUGH	MA
112807	112824	BJ'S WHOLE. CLUB #2	2	1300 HARTFORD AVE	JOHNSTON	RI
112809	112826	BJ'S WHOLE. CLUB #55	55	287 WASHINGTON ST	S ATTLEBORO	MA
112810	112827	BJ'S WHOLE. CLUB #38	38	777 WASHINGTON ST	AUBURN	MA
113002	113027	BJ'S WHOLE. CLUB #23	23	460 STATE RD	NORTH DARTMOUTH	MA
113005	113026	BJ'S WHOLE. CLUB #34	34	901 TECHNOLOGY CENTER DR	STOUGHTON	MA
113008	113022	BJ'S WHOLE. CLUB #18	18	622 WASHINGTON ST	WEYMOUTH	MA
113108	113127	BJ'S WHOLE. CLUB #20	20	650 MEMORIAL DR	CHICOPEE	MA
113108	113124	BJ'S WHSLE CLUB #307	307	42 COLRAIN RD	GREENFIELD	MA
122113	122620	BJ'S WHOLE. CLUB #8	8	300 STATE RT 17	RUTHERFORD	NJ
122114	122620	BJ'S WHOLE. CLUB #44	44	396 420 MARIN BLVD	JERSEY CITY	NJ
122307	122326	BJ'S WHOLE. CLUB #16	16	123 SMITH ST	EAST FARMINGDALE	NY
122612	122623	BJ'S WHOLE CLUB #67	67	1001 E EDGAR RD	LINDEN	NJ
132201	0	BJ'S WHOLE. CLUB #61	61	55 MUSIC FAIR RD	OWINGS MILLS	MD
132203	0	BJ'S WHOLE. CLUB #60	60	9011 SNOWDEN RIVER PKY	COLUMBIA	MD
132204	0	BJ'S WHOLE. CLUB #59	59	8139 GOV. RITCHIE HIGHWAY	PASADENA	MD
132205	0	BJ'S WHOLE. CLUB #40	40	4201 WHOLESALE CL DR	BALTIMORE	MD
132601	132621	BJ WHOLE. #71	71	413 CONSTANT FRIEND	BEL AIR	MD
132607	132625	BJ'S WHOLE. CLUB #15	15	124 SUNSET DR	WILMINGTON	DE
133002	133021	BJ'S WHOLE. CLUB #27	27	1904 HIGHWAY 35	OCEAN	NJ
133003	133028	BJ'S WHOLE. CLUB #73	73	1601 US ROUTE 22 WEST	WATCHUNG	NJ
133006	133024	BJ'S WHOLE. CLUB #26	26	1000 US HIGHWAY 1	EDISON	NJ

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BJ's

133008	133020	BJ'S WHOLE CLUB #48	48	1 HOWARD BLVD	LEDGEWOOD	NJ
133201	0	BJ'S WHOLE #52	52	350 COMMERCE BLVD.	FAIRLESS HILLS	PA
133202	132622	BJ'S WHOLE CLUB #56	56	1260 E WOODLAND AVE	SPRINGFIELD	PA
133204	0	BJ'S WHOLE CLUB #21	21	1785 AIRPORT RD	ALLENTOWN	PA
133206	133225	BJ'S WHOLE CLUB #22	22	2044 RED LION RD	PHILADELPHIA	PA
133401	133422	BJ'S WHOLE CLUB #74	74	200 WRANGLEBORO CONSUMER SQ.	MAYS LANDING	NJ
133403	133424	BJ'S WHOLE CLUB #85	85	1910 DEPTFORD CENTER RD	DEPTFORD	NJ
133407	133427	BJ'S WHOLE CLUB #13	13	131 E KINGS HWY	MAPLE SHADE	NJ
162202	162238	BJ'S WHOLE CLUB #68	68	4145 STATE ROUTE 31	CLAY	NY
162206	162236	BJ'S WHOLE CLUB #45	45	2 CHEVY DR	EAST SYRACUSE	NY
162206	162235	BJ'S WHOLE CLUB #64	64	400 RIVER RD	UTICA	NY
162304	162324	BJ'S WHOLE CLUB #7	7	1440 CENTRAL AVE	ALBANY	NY
162304	162321	BJ'S WHOLE CLUB #66	66	3067 ROUTE 50	SARATOGA SPGS	NY
162308	162329	BJ'S WHOLE CLUB #53	53	1357 ROUTE 9	WAPPINGERS FL	NY
162604	162620	BJ'S WHOLE CLUB #75	75	950 RIDGE RD	WEBSTER	NY
162604	162621	BJ'S WHOLE #9	9	1771 BRIGHTON	ROCHESTER	NY
163802	0	BJ'S WHOLE CLUB #39	39	8 SEXTON AVE	NASHUA	NH
163805	163820	BJ'S WHOLE CLUB #17	17	70 CLUFF RD	SALEM	NH
163806	0	BJ'S WHOLE #309	309	119 LACONIA RD	TILTON	NH
173802	0	BJ'S WHOLE CLUB #25	25	3805 HARTZDALE DR	CAMP HILL	PA
173807	0	BJ'S WHOLE CLUB #57	57	550 MADISON AVE	READING	PA
173807	0	BJ'S WHOLE #19	19	110 CENTERVILLE RD	LANCASTER	PA
173807	0	BJ'S WHOLE CLUB #86	86	1008 EAST LANCASTER AVENUE	DOWNINGTOWN	PA
292604	292743	BJ'S WHOLE CLUB #41	41	14123 NOBLEWOOD PLZ	WOODBIDGE	VA
292604	0	BJ'S WHOLE CLUB #33	33	13053 FAIR LAKES SHOPPING CTR	FAIRFAX	VA
292606	292620	BJ'S WHOLE CLUB #46	46	101 S VAN DORN ST	ALEXANDRIA	VA
292701	0	BJ'S WHOLE #69	69	3985 PLANK RD	FREDERICKSBURG	VA
292704	292740	BJ'S WHOLE CLUB #72	72	1000 ST NICHOLAS DRIVE	WALDORF	MD
292706	292720	BJ'S WHOLE CLUB #36	36	3712 VA BEACH BLVD.	VIRGINIA BEACH	VA
292708	0	BJ'S WHOLE #70	70	2301 TAYLOR RD	CHESAPEAKE	VA

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